

# PROTOCOLS IN PRIVATE PRACTICE

2009

## BUILDING A WELLNESS MODEL

### OBJECTIVES:

- Team Communication
- Communication Techniques
- Ideal Initial Exam Appointment Sequence
- Periodontal Health Management Protocols
- Effective and Efficient Scheduling
- Insurance Codes

### Back to Basics

- All systems in the dental office need to be in place and working properly.
- Professional appearance
- Active listening skills
- Communication Skills
- Scripting
- Office improvement
- Commitment to quality

### Scripting

### Office Improvement

### Commitment to Quality

### Office Organization

### Telephone Skills

### Team Approach

## **Medical History**

- **Updating**
- **Health Literacy**
- **Questionnaire**

## **Comprehensive Exam**

- **Extra oral/Intraoral Exam**
- **Periodontal Exam**
- **Tooth by Tooth Exam/ CAMBRA**
- **Cosmetic Exam**
- **Implant Exam**
- **Occlusal Exam**

## **Vision**

- **Developing a Vision**
- **Implementing a Vision**

## **Appointment Sequencing Protocols**

- **Guidelines for the Treatment of Periodontal Disease**
- **Periodontal Case Type I**
- **Periodontal Case Type II**
- **Periodontal Case Type III**
- **Periodontal Case Type IV**
- **Aggressive Types of Periodontitis**

## **CDT PROCEDURE CODES**

## **ADJUNCTIVE THERAPY**

## **INSURANCE**

## **MEDICAID**

**SCRIPTING-Discussion of internalization of phrases to use and not use along with the reasons why.**

## **THINKING OUTSIDE THE BOX—THE ORTHO DONTIC PATIENT**

- **Earlier Referral Patients**
- **Adolescents**
- **Adult Patients**

## **TREATMENT PROTOCOLS FOR THE ORTHODONTIC PATIENT**

## **DO THE MATH--EFFECTIVE PATIENT SCHEDULING**

## **MALPRACTICE INSURANCE**

- **Areas of Potential Liability for Hygienists**
- **Areas of Potential Liability for Dentists**
- **Informed Consent**

## **RECOMMENDED PRODUCTS IN REDIFINING YOUR STANDARD OF CARE**

## **CO-MANAGEMENT GUIDELINES**

## **MARKETING**